

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Axcera

Catalyst Connection

Axcera Implements New Erp System

Client Profile:

Axcera is a premier provider of RF transmission equipment and systems for the television broadcast and broadband wireless/MMDS industries. Founded as ITS Corporation in 1982 and acquired in 2001 by Platinum Equity, it currently employs 135 people at its plants in McMurray and Lawrence, Pennsylvania.

Situation:

Recently divested and reacquired as a stand-alone operation, Axcera needed an enterprise resource planning (ERP) software system of its own. With hundreds of existing systems from which to choose, Axcera faced the difficult task of determining, in a timely fashion, which package best met its needs. Rather than face the challenge alone, Axcera contacted Catalyst Connection, a NIST MEP network affiliate.

Solution:

Catalyst Connection conducted on-site interviews with key Axcera management and information systems personnel to assess the company's functional requirements. Catalyst Connection also reviewed and validated the given criteria with the appropriate personnel; covered key functional areas including inventory management, bill of materials, purchasing and order entry; and revised as necessary. Catalyst Connection then sent a complete requirement profile to SoftSelect, LLC, which correlated Axcera's requirements to the capabilities of more than 140 widely used integrated business systems. After analyzing the data, Catalyst Connection convened a project team meeting to present the top-10 ERP software systems and, using the Vendor Product Matrix Reports from SoftSelect, narrowed the list for future action.

Results from the team project meeting showed five programs that could provide effective support for Axcera's requirements, with four likely in the company's price range. Axcera invited those companies to make product presentations and, in the end, selected an ERP for implementation.

Results:

Completed a detailed requirements profile to aid in software selection.
Bought, installed, and implemented a new ERP software system.

Testimonial:

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"We were extremely satisfied with Catalyst Connection and the process in general, which makes a lot of sense to me. I don't know how we could have done it without this process. We would have been taking a stab in the dark. Catalyst Connection was extremely professional and knowledgeable. We were delighted with the results."

David Neff, President & CEO